

RICHMOND NOW RIVALS QUAKER CITY IN HOMES

Many Dealers See New Movement
of Home Buying in Present Local
Real Estate Boom.

PROSPERITY UNPRECEDENTED

Apartment Houses Also Reap
Harvest, Being Rented Almost
Before Mortar Is Dry, and Many
Builders Favor Them.

Real estate history repeats itself,
just as the less precise history of wars
does.

This is the simple explanation ad-
vanced by one of Richmond's oldest
real estate men for the local boom
which is keeping members of the frater-
nity chained to their desks for hours
which would be idle time were it not
for the satisfaction of developing a
lucrative income tax for Uncle Sam.

It says further that real estate
formed the link in the tail of the
prosperity in 1919, and will natu-
rally be the last to descend when that
boom has reached its zenith and
started the downward rush. This man
has dealt in real estate since the days
when Monroe Park was "a way out town,"
and sees nothing remarkable in what
is going on just now.

May Soon Challenge Philly.

There are many others, however, who
see something entirely different in the
current of buying and selling, which
has caused a tidal wave of prosperity
to sweep over homes who make real
estate their business. They see a new
boom, not only of buying and selling,
but also of building. A majority of
these men believe that the city of Rich-
mond is now in a position to chal-
lenge Philadelphia as the greatest real
estate market in the country.

The reason for this optimism is, of course,
the fact that the market is so active,
and that the price of homes is so high.
There are several reasons for this.
First, the population of the city is
increasing rapidly. Second, the
economy is so good that people are
willing to spend more money on
homes.

Houses Held on Like Grim Death.

Real estate men are holding their
homes like grim death. They are
not willing to sell at a loss. They
are waiting for the market to
improve. They are waiting for the
price of homes to rise. They are
waiting for the economy to get
better. They are waiting for the
population to increase. They are
waiting for the city to become a
greater real estate market.

from small nine-family affairs to pal-
atial structures, where dozens of com-
pact families distill to the same tak-
ing machines. And yet the fastest
work of which builders are capable
cannot keep pace with the demand of
newly-arrived and experienced cam-
paigners, who are tired of living the
farmhouse. Practically every apartment
which has been built in the past year,
and the number is staggering, has
been rented before the foundation was
completed. Many of them are sold, as
potential dividend earners, long be-
fore the mortar is dry.

Present Era Unprecedented.

The present era of real estate pros-
perity, which is unprecedented in the
history of the city, started soon after
William left off conquering worlds
and took to wood-chopping. This is
clearly indicated by the records on
file in the Chancery Court, by which
the rise and fall of all homes can be
closely traced. The total number of
deeds of bargain and sale recorded in
that court in the year 1918, was 2,221.
In 1919 it was 4,416, an increase of
100 per cent in the number of trans-
fers.

The value of the property involved in
these transactions was \$12,000,000 in
1918, and \$27,000,000 in 1919, an
increase being 125 per cent. Not only
these figures indicate the prosperity
made in South Richmond, Hastings
Court, Part II, or in the Henrico Circuit
Court.

The remarkable increase made during
the past year is sure to be over-
shadowed during the next year. The
economy is so good that people are
willing to spend more money on
homes. The population is increasing
rapidly. The city is becoming a
greater real estate market.

At Your Service

Our Organization Is Composed of

Mr. Edgar Allan, Jr., President.

Mr. Robt. L. Saville, Vice-President.

Mr. Geo. B. Sneed, Secretary-Treasurer.

SALESMEN:

Mr. T. G. Burch

Mr. E. W. Pace, Jr.

Mr. Robt. Whittet, Jr.

Mr. Chas. Seltz

The aim of our concern is to give the very
best Real Estate Service to be had in Rich-
mond. We believe in our city, and look with
pleasure upon its wonderful growth.

ALLAN, SAVILLE & SNEAD, Inc.

501-2-3 Va. Ry. & Power Bldg. Phones, Ran. 3326-987.

with the 2,221 transfers made during
the twelve months of 1918.

Unsettled During War.

The inactivity of real estate during
the anxious period of America's par-
ticipation in the world war is easily
explained, when the tactics pursued by
the dealers themselves is taken into
consideration. Liberty loans were fol-
lowing each other with the regularity
of revolutions in Russia. The resources
of even the most wealthy were being
tapped so frequently that no man
could say he did not feel the financial
strain. During this period, patriotic
enthusiasm when approached by pro-
spective buyers. On the contrary, they
made it plain that they had no bar-
gains which could compare with Lib-
erty bonds.

Trade attitude was the same towards
the man who wished to loan money on
real estate and this lack of ardor in
pursuing business naturally had its ef-
fect on the trade. As the real estate
market stagnated, so did the sale of
Liberty bonds quickly, and the records
in Washington will substantiate this
fact.

MANY BUSINESS FIRMS FOR TRADES CONVENTION

Several Additional Houses Declare In-
tention of Sending Representatives.

NEW YORK, March 23.—(Adju-
dicated) national trade associations which
have signified their intention of being
represented at the 26th National
Foreign Trade Convention, to be held
at San Francisco, May 12 to 15, as an-
nounced by Secretary O. K. Davis, of
the National Foreign Trade Council,
include the following:

The American Drug Manufacturers' Association, the American Chemical Society, the Associated Cooperage Industries, the Grain Dealers' National Association, the International Apple Shippers' Association, the Southern Pine Association and the Textile Manufacturers' Alliance.

Four days will be devoted to a dis-
cussion of foreign trade problems un-
der the general convention theme,
"The Effect of Being a Creditor Na-
tion." Secretary Davis announces that
the plan of holding special group ses-
sions which has met with such suc-
cess in previous years, will be con-
tinued at the San Francisco meeting.

The convention will be called to order
by James A. Farwell, chairman of the
National Foreign Trade Council.

The convention is expected to pro-
vide for special foreign trade advisers
from all the leading nations bordering
on the Pacific Ocean. This foreign
trade advisory service is in addition
to the regular service maintained at
previous conventions of the council.

The Situation.

Parent (from the adjoining room)—
Edith, aren't you going to light the
gas there?
Edith—Yes, mamma; Charlie and I
were just speaking of—er—striking a
match.

We Sell Homes And Can Prove It

We are having numerous inquiries from homes in every part of the city and suburbs. If you want to sell yours, list it with us today. We have the organization that can sell it for you. Make us prove it.

Blackburn & Rogers, Inc.

Madison 1747. No. 4 Mutual Building.

Henry S. Hutzler & Co.

Offers the Following
SPECIAL BARGAINS

BOULEVARD—Very attractive; modern. Possession in 60 days. \$15,000.

LOMBARDY ST.—Two apart-
ments. Splendid location. All
modern conveniences. Garage.
Immediate possession of one
apartment. \$18,500.

FLOYD AVENUE—Two-story
brick. Cellar. Immediate pos-
session. \$5,500.

100-acre farm, 12 miles from Richmond. In cultivation, with
live stock, feed, implements, etc. Immediate possession. \$12,000.

REAL ESTATE LOANS

Large or Small Amounts. Quick Service. Moderate Charges.

HENRY S. HUTZLER & CO.

1013 East Main Street. Madison 3120.

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Establish yourself in your
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Our Real Estate Depart-
ment has desirable houses
and building lots listed for
sale in every part of Rich-
mond. Easy payments can
be arranged through the
Home Owners' Corporation.

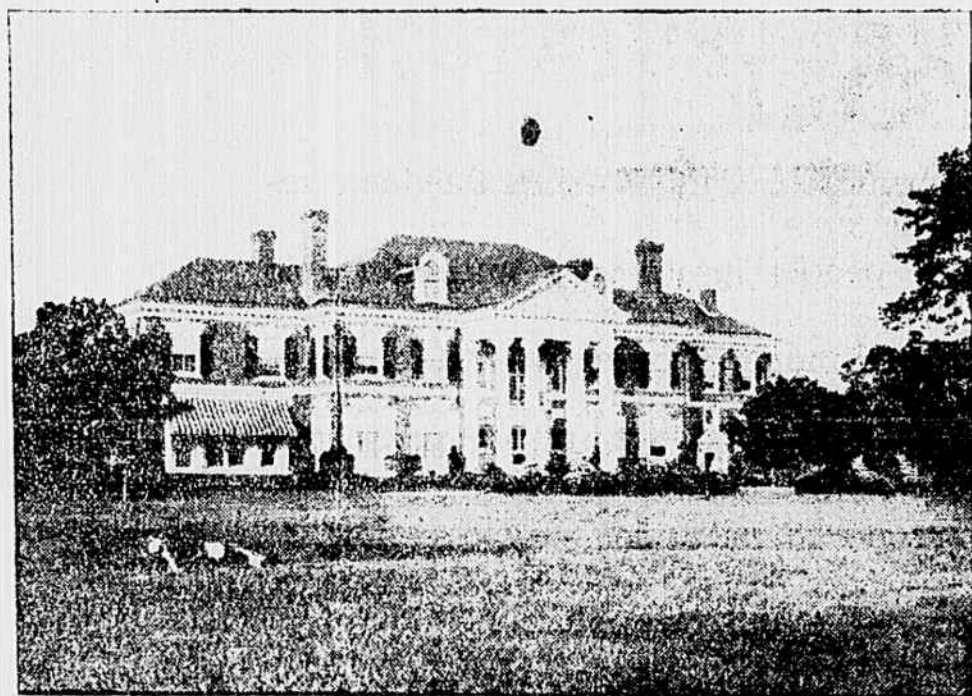
Every dollar you put in
your home means more hap-
piness for you and a better
citizen for the community.

We invite inquiries and
will gladly advise how we
can help you.

RICHMOND TRUST CO

For Personal Service.

Capital, \$1,000,000.00	Surplus & Profits, \$250,000.00
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RESIDENCE OF MR. A. L. McCLELLAN, HAMPTON GARDENS.

Mr. Homeseeker:

Have you given Hampton Gardens proper consideration? Do you know that this is one of the best suburban tracts for homes of the better class in the vicinity of Richmond?

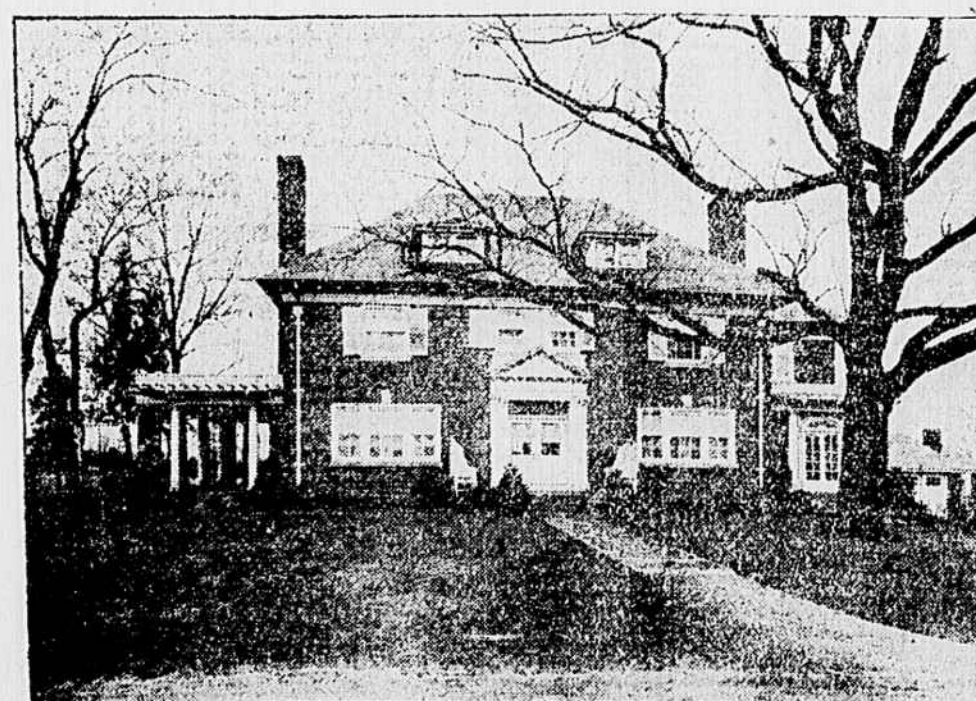
Hampton Gardens has all city conveniences—sewers, water, electric lights, schools, etc. It is bounded by Cary Street on the south and by Patterson Street on the north, two of the best laid out streets in Richmond. The Hampton Street car line extends through the center of the property.

No lot on the tract has less than 100 feet frontage and 200 feet in depth. Streets are properly laid out and lined with beautiful shade trees. Houses are built back fifty feet from the street, with lawns and shrubbery carefully laid out. A more ideal location for the home-seeker would be impossible to find.

You can buy lots at Hampton Gardens at pre-war prices for the next sixty days, and on your own terms. In addition, if you want to build a home this season the owner will arrange to build a few practically at cost, if you take advantage of this offer at once. Mr. McClellan will have finished by April 1 a beautiful home on Oak Lane, which will be for sale at that time.

In buying a home at Hampton Gardens you have the assurance that the property will be kept at its present high standard.

For further information ask your agent. Every real estate man in Richmond knows of the desirability of Hampton Gardens. Or you may call at Room 514 American Bank Building, phone Madison 7386; or call Boulevard 987 and talk with Mr. A. L. McClellan, the owner.



RESIDENCE OF MR. S. P. WADDILL, HAMPTON GARDENS.

DO YOU REALIZE

That the only thing that has not
gone up in price is unimproved
REAL ESTATE

Do You Know that You Can Buy More for
Your Money Now by Buying Lots at Hampton
Gardens than in Any Other Form of
Investment?